

Message Text

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PAGE 01 CARACA 08512 082022Z
ACTION ARA-15

INFO OCT-01 ISO-00 EB-08 /024 W
-----031939 100408Z /13
R 081925Z SEP 78
FM AMEMBASSY CARACAS
TO USDOC WASHDC
INFO SECSTATE WASHDC 3783

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E.O. 11652: N/A
TAGS: BEXP EAIR VE
SUBJECT: MAJOR PROJECTS: BACKGROUND INFORMATION ON
LONG-RANGE RADAR TENDER

1. THE COMPANIES WHICH HAVE BEEN LISTED AS PREQUALIFIED TO BID FOR THE FIRST UNIT OF THE LONG-RANGE RADAR SYSTEM (SEE REFTETL), WERE THOSE THAT THE MINISTRY OF TRANSPORT AND COMMUNICATIONS HAD INVITED TO PREQUALIFY, WITH THE EXCEPTION OF NEC OF JAPAN AND OF PHILIPS, WHICH APPARENTLY CNOSE NOT TO PARTICIPATE. THE PUBLIC ANNOUNCEMENT OF JULY 31, INVITING FIRMS TO PARTICIPATE, INTENTIONALLY HAD AN EXTREMELY SHORT DEADLINE AND WAS MADE ONLY TO COMPLY WITH THE LAW.

2. THE MINISTRY HAS REATEDLY EXPRESSED A DESIRE TO HAVE THIS SYSTEM SUPPLIED AND INSTALLED BY A U.S. COMPANY AND THE VENEZUELAN AIR FORCE APPARENTLY IS SUPPORITNG THIS. MINISTRY OFFICIALS HAVE INFORMED EMBOFF THAT THEY HOPE THAT U.S. PARTICIPANTS DO THEIR UTMOST TO BE COMPETITIVE. THEY HAVE EXPRESSED A FEAR THAT ESPECIALLY PLESSEY WILL ATTEMPT TO UNDERCUT PRICE BUT THAT IT WILL OFFER A PROTOTYPE. THE PLESSEY SECONDARY RADAR INSTALLED AT MAIQUETIA AFTER OVER ONE YEAR SINCE DELIVERY IS TILL NOT IN OPERATION. IT ALSO WAS A PROTOTYPE.

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3. THE GERMAN PARTICIPATION IS NOT TAKEN TOO SERIOUSLY BY THE MINISTRY PARTLY BECAUSE OF EXPECTED PRICING BUT ALSO BECAUSE THE GERMAN COMPANIES WILL MOST LIKELY PRESNET A COUNTER-PROPOSAL NOT ADHERING TO SPECIFICATIONS. THOMSON C.S.F. OF FRANCE IS NOT LIKED BY THE AIR FORCE, PARTLY BECAUSE OF THIS COMPANY'S PERFORMANCE IN BRAZIL AND COLOMBIA.

4. NEVERTHELESS, THE OUTCOME OF THIS TENDER IS BY NO MEANS
A FOREGOING CONCLUSION. POLITICAL FACTORS ARE AT WORK,
ESPECIALLY FROM FRANCE AND THE U.S. ALSO, FINAL DECISION
WILL NOT BE MADE SOLELY BY PROGRAM OFFICIALS OF THE MINISTRY
BUT RATHER BY A COMMITTEE WITH NON-EXPERT MEMBERS OF THE
COLLEGE OF ENGINEERING AND OF THE NATIONAL CONTROLLER'S
OFFICE IN ADDITION TO MINISTRY AND AIR FORCE OFFICIALS.
VENEZUELAN AIR FORCE OFFICERS HAVE PRIVATELY INFORMED
EMBOFF, HOWEVER, THAT THEY WILL EXERT CONSIDERABLE
INFLUENCE ON THE FINAL DECISION AND THAT THEY FAVOR AN
ALL-U.S. RADAR-PROCESSOR COMBINATION, WITH CIVIL WORKS
NOT OF GREAT CONCERN TO THEM.
CROWLEY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: RADAR, WARNING SYSTEMS, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Draft Date: 08 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978CARACA08512
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780368-0955
Format: TEL
From: CARACAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780990/aaaacwjp.tel
Line Count: 76
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: dfbade55-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 28 apr 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1510847
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECTS: BACKGROUND INFORMATION ON LONG-RANGE RADAR TENDER
TAGS: BEXP, EAIR, VE
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/dfbade55-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014